



Bid Waiver Form

Revised 02/2020

Short Description of Goods/Services	300x Zoom licenses for Human Services
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Date	07/01/2020
Department	Administration – Information Management
Name	Steve Hill
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Purchasing Officer	Carolyn Clow

Vendor Name	Zoom
Vendor MUNIS #	
Requisition #	
Requisition Year	2020
Total Cost	\$ 51,594.00

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

Dane County Human Services (HS) is looking to purchase 300x Enterprise class Zoom licenses at \$162 apiece for a one year subscription. Total \$48,600.00. These will be used by social workers and HS staff to conduct remote meetings with coworkers and clients.

6x Zoom room connectors at \$499 apiece. Total \$2,994.00. These will be used to enable six Human Services conference rooms for Zoom teleconferencing.

The licenses and room connectors are on an annual license totaling \$51,594.00 per year. The expectation is, depending upon the pandemic, that we can either reduce the number of licenses after a year or drop the subscription altogether.



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Procurement Exception List (place an "X" next to any that apply)	
	Emergency Procurement
	Only one vendor possesses the unique and singularly available ability to meet the Department's requirements
x	Unique and specific technical qualifications are required
	A special adaptation for a special purpose is required
	A unique or opportune buying condition exists

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception chosen:

Human Services' clients heavily utilize Zoom. That is pushing them toward this specific product. While competitive products exist (e.g. GoToMeeting), the feature-set of Zoom works better for them in a one-on-one client meeting and the approximate cost of the licenses is very similar. Due to their desire to hold remote meetings with clients who are already using this product – Zoom is the best available option. Zoom is a proprietary software and has recently burgeoned into popularity so it is not available through a third party or on contract.

Bid Waiver Approval (Purchasing Use Only)

Under \$37,000 Controller Approval	Date
\$37,000 or over Personnel & Finance Committee Approval	Date